

SALES AND GROSS PROFIT ANALYSIS

FORREST CHEVROLET-CADILLAC, INC.

LN NO.	(MEMO) FLEET & COMMERCIAL	ACC.	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	VIBE/SOLSTICE	400K	0	0	0	0	0	0	0	0	1
2	CAVALIER/SUNFIRE/COBALT/C	401K	0	0	0	0	0	0	0	0	2
3	MALIBU/GRAM/ALERO/G6	402K	0	0	0	0	0	0	0	0	3
4	MONTE CARLO/GRAND PRIX/C	403K	0	0	0	0	0	0	0	0	4
5	IMPALA/BONNEVILLE/LASABR	404K	0	0	0	0	0	0	0	0	5
6	CORVETTE/SAAB	405K	0	0	0	0	0	0	0	0	6
7	AVEO	406K	0	0	0	0	0	0	0	0	7
8	CENTURY/REGAL/LACROSSE	407K	0	0	0	0	0	0	0	0	8
9	AURORA/PARK AVE	408K	0	0	0	0	0	0	0	0	9
10	CADILLAC	409K	0	0	0	0	0	0	0	0	10
11	SATURN	410K	0	0	0	0	0	0	0	0	11
12	OTHER CAR MODELS	411K	0	0	0	0	0	0	0	0	12
13	TOTAL CARS COMMERCIAL		0	0	0	0	0	0	0	0	13
14	FLEET - FAN/VX	412K	0	0	0	0	0	0	0	0	14
15	FLEET - PSA/PURA	413K	0	0	0	0	8	271,162	400	50	15
16	FLEET - FAN/CAP	414K	0	0	0	0	8	271,162	400	50	16
17	TOTAL CARS FLEET/COMMERCIAL		0	0	0	0	0	0	0	0	17
18	UPLANDER/VEN/MONTANA/SIL	415K	0	0	0	0	0	0	0	0	18
19	ENCLAVE/ACADIA	416K	0	0	0	0	0	0	0	0	19
20	EXPRESS/SAVANA	417K	0	0	0	0	0	0	0	0	20
21	EQUI/HHR/TRACK/VUE/TORR	418K	0	0	0	0	0	0	0	0	21
23	AZTEK/RENDEZ	419K	0	0	0	0	0	0	0	0	22
25	BLZ/BRA/TBZ/JIM/ENV/RAINER	420K	0	0	0	0	0	0	0	0	23
26	TAHOE/YUKON/AVALANCHE/S	421K	0	0	0	0	0	0	0	0	24
25	HUMMER	422K	0	0	0	0	0	0	0	0	25
26	S-PU/COLO/SON/CAN	423K	0	0	0	0	0	0	0	0	26
27	SILVERADO/SIERRA 1500	424K	0	0	0	0	0	0	0	0	27
28	SILVERADO/SIERRA 2500	425K	0	0	0	0	0	0	0	0	28
29	SILVERADO/SIERRA 3500	426K	0	0	0	0	0	0	0	0	29
30	SILVERADO/SIERRA CREW-C	427K	0	0	0	0	0	0	0	0	30
31	C-4500/5500 SERIES	428K	0	0	0	0	0	0	0	0	31
32	C-6500/8500 SERIES	429K	0	0	0	0	0	0	0	0	32
33	W - SERIES	430K	0	0	0	0	0	0	0	0	33
34	T-SERIES	431K	0	0	0	0	0	0	0	0	34
35	OTHER TRUCK MODELS	432K	0	0	0	0	0	0	0	0	35
36	TOTAL TRUCKS COMMERCIAL		0	0	0	0	0	0	0	0	36
37	FLEET - FAN/VX	433K	0	0	0	0	0	0	0	0	37
38	FLEET - PSA/PURA	434K	0	0	0	0	0	0	0	0	38
39	FLEET - FAN/CAP	435K	0	0	0	0	0	0	0	0	39
40	TOTAL TRUCKS FLEET/COMMERCIAL		0	0	0	0	0	0	0	0	40
41	F&I AND PROT. PLNS	445K	0	0	0	0	0	0	0	0	41
42	ACCESSORIES	457K	0	0	0	0	8	271,162	400	50	42
43	FLEET & COMMERCIAL GROSS										43
44						% Gross				% Gross	44
45	VARIABLE EXP	637K			0	0.0%			0	0.0%	45
46	PERSONNEL EXP	638K			0	0.0%			0	0.0%	46
47	SEMI-FIXED EXP	639K			0	0.0%			0	0.0%	47
48	*MEMO*ADVERTISING	640K			0	0.0%			0	0.0%	48
49	RENT & RENT EQUIP	641K			0	0.0%			0	0.0%	49
50	FIXED EXPENSES	642K			0	0.0%			0	0.0%	50
51	TOTAL EXPENSES				0	0.0%			0	0.0%	51
52	NET FLEET & COMMERCIAL		0	0	0	0	8	271,162	400	50	52

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View GM Standard Accounting Manual as it pertains to Fleet & Commercial

BAC 112300 - 200612

Exhibit C - part 2 Pg 2 of 12

LN	NO.	VARIABLE OPERATIONS	ACC.	NO.	MONTH				YEAR-TO-DATE				LN	NO.
					UNITS SOLD	SALES	GRS PROF.	P.U.U.S.	UNITS SOLD	SALES	GRS PROF.	P.U.U.S.		
1	U	USED CARS RTL - GM CERTIFIED		446A	7	148,944	16,658	2,380	64	831,197	84,952	1,327	1	
2	S	USED CARS RTL - OTHER		446B	0	0	0	0	0	0	0	0	2	
3	E	*MEMO* RECON PER - CAR RTL			CERTIFIED -->	315	OTHER-->	0	CERTIFIED -->	239	OTHER-->	0	3	
4	D	USED TRUCKS RTL - CERTIFIED		450A	12	211,726	23,889	1,991	131	2,117,933	81,357	621	4	
5		USED TRUCKS RTL - OTHER		450B	0	0	0	0	0	0	0	0	5	
6	V	*MEMO* RECON PER - TRK RTL			CERTIFIED -->	411	OTHER-->	0	CERTIFIED -->	374	OTHER-->	0	6	
7	E	TOTAL USED RETAIL			19	360,670	40,547	2,134	195	2,949,130	166,309	853	7	
8	H	USED CARS WHOLESALE		448	7	20,900	74	11	106	545,225	(7,005)	(86)	8	
9	I	USED TO NEW - CAR RTL RATIO		649	0.6 : 1	ADJ USED CAR INV	0		0.5 : 1	ADJ USED CAR INV	0		9	
10	C	USED TRUCKS WHOLESALE		452	10	65,700	178	18	276	2,574,394	(116,953)	(424)	10	
11	L	USED TO NEW - TRK RTL RATIO		653	0.6 : 1	ADJ. USED TRK INV	0		0.4 : 1	ADJ. USED TRK INV	0		11	
12	E	TOTAL USED WHSL & ADJ			17	86,600	252	15	382	3,119,619	(123,958)	(324)	12	
13	S	USED OTHER AUTO		456		0	0	0		0	0	0	13	
14		TOTAL USED VEHICLE (PUVS)			36	447,270	40,799	1,133	577	6,068,749	42,351	73	14	
15		TOTAL NEW & USED (PVS)			67	1,465,612	85,256	1,272	1,074	20,815,572	704,351	656	15	
16		TOTAL F&I AND PROT. PLANS				51,445	25,936	519		298,759	149,599	219	16	
17		TOTAL VARIABLE L&R				2,643	2,572	PVR		45,904	(2,732)	PVR	17	
18		TOTAL VARIABLE				1,519,700	113,764	2,275		21,160,235	851,218	1,244	18	
19					MONTH				YEAR-TO-DATE				19	
20		FIXED OPERATIONS		NO.	R.O. COUNTS	SALES	GRS PROF.	% SALES	R.O. COUNTS	SALES	GRS PROF.	% SALES	20	
21		CUST. LAB CARS & LD TRKS		460A	383	29,818	19,737	66.19%	5,312	456,037	311,408	68.29%	21	
22	M	S/CNTR LAB - CARS & LD TRKS		460B	0	0	0	0.00%	0	0	0	0.00%	22	
23	F	Q/SRV LAB - CARS & LD TRKS		460C	0	0	0	0.00%	0	0	0	0.00%	23	
24	C	CUST. LAB COM.FLT & MD TRKS		461A	0	0	0	0.00%	0	0	0	0.00%	24	
25	H	S/CNTR LAB COM.FLT & MD TRKS		461B	0	0	0	0.00%	0	0	0	0.00%	25	
26	A	Q/SRV LAB - COM.FLT & MD TRKS		461C	0	0	0	0.00%	0	0	0	0.00%	26	
27	X	N WARRANTY LABOR		462	225	16,090	10,296	63.99%	3,034	269,634	174,883	64.79%	27	
28	I	INTERNAL LABOR		463	150	6,571	4,662	70.95%	1,639	56,244	37,708	67.04%	28	
29	E	C NEW VEH INSP LBR		464	28	2,012	2,132	105.96%	88	6,063	5,148	84.91%	29	
30	A	ADJ COST OF LBR SLS		665			0				(1,223)		30	
31	D	L SUB-TOTAL				54,491	36,827	67.58%		787,978	527,724	66.97%	31	
32		SHOP SUPPLIES		469		1,676	1,676	100.00%		25,041	22,021	87.94%	32	
33		SUBLET REPAIRS		460		9,569	2,206	23.05%		83,114	22,280	26.81%	33	
34	O	TOTAL MECHANICAL				65,736	40,709	61.93%		896,133	572,025	63.83%	34	
35	B	CUST. PAINT LABOR		470		15,053	7,889	52.41%		203,223	135,913	66.88%	35	
36	P	O CUST. BODY LABOR		471	0	34,230	19,358	56.55%	63	411,865	246,057	59.74%	36	
37	D	WARRANTY LABOR		472	0	0	0	0.00%	1	3,933	2,939	74.73%	37	
38	E	Y INTERNAL LABOR		473	0	1,693	994	58.71%	5	17,093	11,235	65.73%	38	
39		ADJ COST OF LBR SLS		675			0				(1,006)		39	
40	R	S SUB-TOTAL				50,976	28,241	55.40%		636,114	395,138	62.12%	40	
41	H	O SUBLET REPAIRS		476		6,148	1,250	20.33%		111,633	19,473	17.44%	41	
42	A	O PNT & SHOP MATRLS.		479		13,553	3,194	23.57%		145,513	45,990	31.61%	42	
43	P	TOTAL BODY SHOP				70,677	32,685	46.25%		893,260	460,601	51.56%	43	
44	T	TOTAL SERVICE DEPT.				136,413	73,394	53.80%		1,789,393	1,032,626	57.71%	44	
45	P	WARRANTY CLAIMS		480	Corresponding Labor Sales Categories	22,597	6,297	27.87%		407,395	114,960	28.22%	45	
46	I	A MECH CARS & LD TRK R.O.		487	(460A & 460B)	27,647	11,390	41.20%		445,493	179,456	40.28%	46	
47	R	MECH COM.FLT & MD TRKS R.O.		488	(461A & 461B)	0	0	0.00%		0	0	0.00%	47	
48	T	MECH QUICK MECH R.O.		478	(460C & 461C)	0	0	0.00%		0	0	0.00%	48	
49	O	S BODY CUST. R.O.		477	(470 & 471)	52,739	17,487	33.16%		577,841	180,480	31.23%	49	
50		INTERNAL		481		3,406	683	20.05%		68,877	15,088	21.91%	50	
51	N	COUNTER-RETAIL		482		11,836	2,911	24.59%		169,612	48,197	28.42%	51	
52	&	WHOLESALE		483		21,041	4,602	21.87%		298,948	62,039	20.75%	52	
53	S	ACCESSORIES		484		0	0	0.00%		0	0	0.00%	53	
54	A	PURCHASE ALLOWANCES		687			1,574				34,791		54	
55	C	ADJ. P&A INVENTORY		688			0				0		55	
56	O	TOTAL P&A				139,266	44,944	32.27%		1,968,166	635,011	32.26%	56	
57	E	TIRES		490		0	0	0.00%		0	0	0.00%	57	
58	S	OIL & GREASE		491		2,065	51	2.47%		26,614	551	2.07%	58	
59	S	MISCELLANEOUS		492		0	0	0.00%		0	0	0.00%	59	
60		TOTAL OTHER			FIXED	2,065	51	2.47%	FIXED	26,614	551	2.07%	60	
61		TOTAL P&A DEPT.			COVERAGE	141,331	44,995	31.84%	COVERAGE	1,994,780	635,562	31.86%	61	
62		TOTAL FIXED			53.5%	277,744	118,389	42.63%	51.3%	3,784,173	1,668,188	44.08%	62	
63		TOTAL ALL DEPTS.				1,797,444	232,153	12.92%		24,944,408	2,519,406	10.10%	63	

FORREST CHEVROLET-CADILLAC, INC.

LN	NO	FINANCE, INSURANCE & PROT. PLAN ACTIVITY	CNTRS	SALES	REV/GROSS	PER CNTR	LN	NO
1	806	FINANCE INCOME-NEW	21	11,699	11,699	557	438	150,787
2	807	INS. COMM. EARNED-NEW	10	1,759	1,759	176	17	3,405
3	850	FIN & INS CHARGEBACKS						0
4	810	ACCESSORIES	0	0	0	0	0	0
5	443	GM PROT. PLANS	0	14,260	3,644	0	22	58,785
6	444	OTHER PROT. PLANS	0	0	0	0	0	0
7	853	REPO. LOSSES-NEW						0
8	855	F&I COMP			(2,845)	PVR		(42,447)
9		NEW F&I & PROT. PLN INCOME		27,718	14,257	460		210,977
10	808	FINANCE INCOME-USED	13	7,651	7,651	589	134	51,677
11	809	INS. COMM. EARNED-USED	7	1,090	1,090	156	14	2,334
12	851	FIN & INS CHARGEBACKS						0
13	811	ACCESSORIES	0	0	0	0	0	0
14	454	GM PROT. PLANS	8	14,986	3,821	478	16	33,771
15	455	OTHER PROT. PLANS	0	0	0	0	0	0
16	854	REPO. LOSSES-USED						0
17	856	F&I COMP			(883)	PVR		(35,735)
18		USED F&I & PROT. PLN INCOME		23,727	11,679	615		87,782
19		TOTAL F&I INCOME (to pg 2 ln 1-2)		51,445	25,936	519		298,759
20								122,877
21								251
22								386
23								167
24								0
25								0
26								0
27								0
28								0
29								0
30								0
31								0
32								0
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67								0
68								0
69								0
70								0
71								0
72								0
73								0
74								0

(1) Retail Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004
 (2) Fleet and/or Internal Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

[illegible]

LN	NO	ACC	GM (A)	NON-GM (B)
1	INVENTORIES	NO	UNITS	UNITS
2	NEW VEHICLES	230	40,780	0
3	DEMONSTRATORS	231	52	0
4	CARS	237	1,469,748	0
5	TRUCKS	235	127	0
6	MEDIUM DUTY TRUCKS	238	0	0
7	OTHER AUTO	238	0	0
8	DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)			
9	POSITION	NEW(01)		
10	OWNERS / EXEC MGRS	0.4		
11	SUPERVISORS	1.0		
12	VEH.SRV&PRTS SLSPLE	3.0		
13	TECHNICIANS			
14	CLERICAL	0.8		
15	OTHERS	1.8		
16	TOTAL	7.0		
17	TOTAL HIRED Y-T-D	0.0		
18	TOT TERMINATED Y-T-D	0.0		
19	NEW VEHICLE SALES SUMMARY			
20				
21	C TOTAL NEW CARS RETAIL	12	356,091	129
22	A TOTAL NEW CARS FLEET & INTERNAL	0	0	8
23	R TOTAL NEW CARS	12	356,091	137
24	T TOTAL NEW TRUCKS RETAIL	19	662,251	360
25	R TOTAL TRUCKS FLEET & INTERNAL	0	0	0
26	K TOTAL NEW TRUCKS	19	662,251	360
27	MISC CAR & TRUCK RETAIL UNITS ⁽¹⁾	0	0	0
28	A MISC CAR & TRUCK FLEET AND INTERNAL UNITS ⁽²⁾	0	0	0
29	L NEW OTHER AUTOMOTIVE	0	0	0
30	L ACCESSORIES	0	0	0
31	TOTAL NEW VEHICLES	31	1,018,342	489
32	*MEMO* TOTAL NEW RETAIL VEHICLES	31	1,018,342	489
33	FINANCE, INSURANCE			
34	& PROT. PLAN ACTIVITY			
35	FINANCE INCOME-NEW	806	21	17
36	INS. COMM. EARNED-NEW	807	10	17
37	N FIN & INS CHARGEBACKS	850		
38	E ACCESSORIES	810	0	0
39	W GM PROT. PLANS	443	0	0
40	OTHER PROT. PLANS	444	0	0
41	REPO. LOSSES-NEW	853		
42	F&I COMP	855		
43	NEW F&I & PROT. PLN INCOME			
44	DEPARTMENT PROFITABILITY			
45				
46	NET SALES			
47	GROSS PROFIT/INCOME			
48	EXPENSES			
49	VEH. SLSPLE COMPENSATION & OTHER	11	12,640	163,853
50	DELIVERY EXPENSE	13	1,969	34,496
51	POLICY WORK-VEHICLES	15	0	2,287
52	TOTAL VARIABLE		14,609	200,636
53	SALARIES-OWNERS / EXECUTIVE MANAGERS	20	3,334	47,948
54	SALARIES-SUPERVISION	21	5,551	70,080
55	SALARIES-CLERICAL	22	1,529	25,386
56	OTHER SALARIES AND WAGES	23	3,657	57,585
57	ABSENTEE COMPENSATION	24	1,021	12,188
58	INCENTIVES-SUPERVISION	25	0	0
59	TAXES-PAYROLL	25	2,687	40,106
60	EMPLOYEE BENEFITS	27	2,326	38,974
61	RETIREMENT BENEFITS	29	0	471
62	TOTAL PERSONNEL		20,105	290,738
63	COMPANY VEHICLE EXPENSE	51	713	11,895
64	OFFICE SUPPLIES AND EXPENSES	60	222	3,467
65	OTHER SUPPLIES	61	559	9,538
66	E-COMMERCE ADVERTISING/FEES	63	398	3,816
67	ADVERTISING	65	21,121	110,933
68	ADVERTISING REIMBURSEMENTS	64	(25,732)	(175,510)
69	CONTRIBUTIONS	66	0	1,175
70	POLICY WORK-PARTS AND SERVICE	67		
71	INFORMATION TECHNOLOGY SERVICES	68	1,401	17,396
72	OUTSIDE SERVICES (OTHER)	69	6,313	59,877
73	TRAVEL AND ENTERTAINMENT	70	338	2,734
74	MEMBERSHIP DUES AND PUBLICATIONS	71	59	3,324
75	LEGAL AND AUDITING EXPENSE	72	1,527	20,696
76	TELEPHONE	74	770	10,119
77	TRAINING EXPENSE	75	271	3,412
78	INTEREST-FLOORPLAN	76	40,387	442,851
79	INTEREST-FLOORPLAN CREDIT	78	(28,109)	(174,836)
80	INTEREST-NOTES PAYABLE (OTHER)	79	0	0
81	INSURANCE - INVENTORY	56	859	13,027
82	BAD DEBT EXPENSE	57	0	0
83	FREIGHT	33	171	1,826
84	MISCELLANEOUS EXPENSE	77	0	2,896
85	TOTAL SEMI-FIXED		21,268	368,636
86	RENT	80	4,590	55,760
87				

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NO

1 INVENTORIES ACC

2 USED VEHICLES NO

3 http: CARS 240

4 http: TRUCKS 241

5 DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)

6 POSITION USED(02)

7 OWNERS / EXEC MGRS 0.4

8 SUPERVISORS 1.0

9 VEH.SRV&PRTS SLSPL 1.0

10 TECHNICIANS

11 CLERICAL 0.8

12 OTHERS 2.8

13 TOTAL 6.0

14 TOTAL HIRED Y-T-D 0.0

15 TOT TERMINATED Y-T-D 0.0

16 VARIABLE OPERATIONS ACC

17 CONTINUED NO

18 U USED CARS RTL - GM CERTIFIED 446A

19 S USED CARS RTL - OTHER 446B

20 E *MEMO* RECON PER - CAR RTL CERTIF-->

21 D USED TRUCKS RTL - CERTIFIED 450A

22 USED TRUCKS RTL - OTHER 450B

23 V *MEMO* RECON PER - TRK RTL CERTIF-->

24 E TOTAL USED RETAIL 19

25 H USED CARS WHOLESALE 448

26 I USED TO NEW - CAR RTL RATIO 649

27 C USED TRUCKS WHOLESALE 452

28 L USED TO NEW - TRK RTL RATIO 653

29 E TOTAL USED WHSL & ADJ 17

30 S USED OTHER AUTO 456

31 TOTAL USED VEHICLE (PUVS) 36

32 FINANCE INSURANCE

33 & PROT PLAN ACTIVITY

34 FINANCE INCOME-USED 808

35 INS. COMM. EARNED-USED 809

36 U FIN & INS CHARGEBACKS 851

37 S ACCESSORIES 811

38 E GM PROT. PLANS 454

39 D OTHER PROT. PLANS 455

40 REPO. LOSSES-USED 854

41 F&I COMP 856

42 USED F&I & PROT. PLN INCOME

43 DEPARTMENT PROFITABILITY

44 NET SALES

45 GROSS PROFIT/INCOME

46 EXPENSES

47 VEH. SLSPL COMPENSATION & OTHER 11

48 DELIVERY EXPENSE 13

49 POLICY WORK-VEHICLES 15

50 TOTAL VARIABLE

51 SALARIES-OWNERS / EXECUTIVE MANAGERS 20

52 SALARIES-SUPERVISION 21

53 SALARIES-CLERICAL 22

54 OTHER SALARIES AND WAGES 23

55 ABSENTEE COMPENSATION 24

56 INCENTIVES-SUPERVISION 26

57 TAXES-PAYROLL 25

58 EMPLOYEE BENEFITS 27

59 RETIREMENT BENEFITS 29

60 TOTAL PERSONNEL

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63 OTHER SUPPLIES 61

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78 INTEREST-NOTES PAYABLE (OTHER) 79

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EXHIBIT C - DATA 2

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8 SUPERVISORS 1.0

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82 MISCELLANEOUS EXPENSE 77

83 TOTAL SEMI-FIXED 84

NO

1 INVENTORIES ACC

2 USED VEHICLES NO

3 http: CARS 240

4 http: TRUCKS 241

5 DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)

6 POSITION USED(02)

7 OWNERS / EXEC MGRS 0.4

8 SUPERVISORS 1.0

9 VEH.SRV&PRTS SLSPL 1.0

10 TECHNICIANS

<

86	AMORTIZATION-LEASEHOLDS	81	0	0%	0	565	1%	6	86
87	REPAIRS-REAL ESTATE	82	0	0%	0	449	0%	5	87
88	DEPRECIATION BLDGS. & IMPROVEMENTS	83	0	0%	0	0	0%	0	88
89	TAXES-REAL ESTATE	84	0	0%	0	1,113	1%	12	89
90	INSURANCE BLDGS. & IMPROVEMENTS	85	0	0%	0	0	0%	0	90
91	INTEREST - MORTGAGES	86	0	0%	0	0	0%	0	91
92	UTILITIES	87	1,723	9%	133	14,546	14%	153	92
93	SUB-TOTAL RENT & RNT EQUIVALENT	88	6,123	32%	471	68,673	67%	723	93
94	INSURANCE OTHER	89	355	2%	27	5,365	5%	56	94
95	TAXES-OTHER	90	360	2%	28	5,441	5%	57	95
96	REPAIRS-EQUIPMENT	91	0	0%	0	155	0%	2	96
97	DEPRECIATION-EQUIPMENT	92	0	0%	0	226	0%	2	97
98	EQUIPMENT RENTAL	93	60	0%	5	1,365	1%	14	98
99	TOTAL FIXED	94	6,898	36%	531	81,225	79%	855	99
100	TOTAL FIXED OVERHEAD	95	20,934	111%	1,610	273,702	265%	2,881	100
101	TOTAL EXPENSES	96	24,649	130%	1,896	308,844	300%	3,251	101
102	DEPARTMENT PROFIT OR LOSS	97	(7,831)	-41%	(602)	(205,608)	-199%	(2,164)	102
103	FI & PROT. PLN INCOME TRANSFER	98	2,124	11%	163	(133)	0%	(1)	103
104	PRORATION OF G&A	99	0	0%	0	0	0%	0	104
105	DEPT PROFIT OR LOSS AFTER TRSF & PRORAT	100	(5,707)	-30%	(439)	(205,741)	-200%	(2,166)	105

FORREST PONTIAC-BUICK-GMC TRUCK, INC.

Mechanical Department - Operating Summary

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LN	NO	DEPARTMENT PERSONNEL COUNT (FRACTIONS OF 1/10)	MECH(05)	CUSTOMER RECEIVABLES	POSTED LABOR RATES	CARS & LD TRKS	MD TRKS
1				220 SERV & PRTS	CUSTOMER LABOR	85.00	85.00
2					EXT. SERVICE CONTRACT LABOR	67.07	67.07
3					QUICK-SERV/ GOODWRENCH LAB	0.00	0.00
4					WARRANTY	67.07	67.07
5					INTERNAL	75.00	75.00
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Body Shop Department - Operating Summary

LN NO	DEalership Personnel Count (Fractions of 1/10)		CUSTOMER RECEIVABLES		POSTED LABOR RATES		BODY SHOP	
	POSITION	BODY (06)	220 SERV & PRTS	143,693	BODY SHOP - PAINT LABOR	36.00		
1	OWNERS / EXEC MGRS	0.4	TOTAL	143,693	BODY SHOP - BODY LABOR	36.00		
2	SUPERVISORS	1.0	NOT DUE	41,185	WARRANTY	67.07		
3	VEH.SRV&PRTS SLSPL	1.0	PAST DUE	8,535	INTERNAL	32.00		
4	TECHNICIANS	7.0	31-60 DAYS	21,426				
5	CLERICAL	1.8	61-90 DAYS	72,545				
6	OTHERS	1.8	91-120 DAYS					
7	TOTAL	13.0	121-180 DAYS					
8	TOTAL HIRED Y-T-D	0.0	181-240 DAYS					
9	TOT TERMINATED Y-T-D	0.0	241-300 DAYS					
10	FIXED OPERATIONS - BODY SHOP	R.O. COUNTS	SALES	GRS.PROF.	% SALES	R.O. COUNTS	SALES	GRS PROF.
11	B CUST. PAINT LABOR	470	15,053	7,889	52.41%	63	203,223	135,913
12	O CUST. BODY LABOR	471	34,230	19,358	56.55%	1	411,865	246,057
13	D WARRANTY LABOR	472	0	0	0.00%	5	3,933	2,939
14	Y INTERNAL LABOR	473	1,693	994	58.71%		17,093	11,235
15	ADJ COST OF LBR SLS	675		0				(1,006)
16	S SUB-TOTAL		50,976	28,241	55.40%		636,114	395,138
17	H SUBLET REPAIRS	478	6,148	1,250	20.33%		111,633	19,473
18	O PNT & SHOP MATRLS	479	13,553	3,194	23.57%		145,513	45,990
19	P TOTAL BODY SHOP		70,677	32,685	46.25%		893,260	460,601
20	DEPARTMENT PROFITABILITY							
21								
22								
23	NET SALES		70,677		% Sls		893,260	% Sls
24	GROSS PROFIT/INCOME		32,685		46%		460,601	52%
25					% Grs			% Grs
26								
27	SALARIES-OWNERS / EXECUTIVE MANAGERS	20	1,358		3%		19,847	4%
28	SALARIES-SUPERVISION	21	4,200		10%		62,178	11%
29	SALARIES-CLERICAL	22	1,777		4%		28,421	5%
30	OTHER SALARIES AND WAGES	23	2,550		6%		84,199	15%
31	ABSENTEE COMPENSATION	24	1,528		4%		16,099	3%
32	INCENTIVES-SUPERVISION	26	0		0%		0	0%
33	TAXES-PAYROLL	25	2,642		6%		38,797	7%
34	EMPLOYEE BENEFITS	27	3,022		7%		31,125	6%
35	RETIREMENT BENEFITS	29	0		0%		216	0%
36	TOTAL PERSONNEL		17,077		41%		280,882	51%
37	COMPANY VEHICLE EXPENSE	51	587		1%		8,168	1%
38	OFFICE SUPPLIES AND EXPENSES	60	90		0%		1,958	0%
39	OTHER SUPPLIES	61	1,575		4%		21,674	4%
40	E-COMMERCE ADVERTISING/FEES	63	70		0%		536	0%
41	ADVERTISING	65	1,207		3%		9,968	2%
42	ADVERTISING REIMBURSEMENTS	64	0		0%		0	0%
43	CONTRIBUTIONS	66	0		0%		272	0%
44	POLICY WORK-PARTS AND SERVICE	67	275		1%		7,541	1%
45	INFORMATION TECHNOLOGY SERVICES	68	880		2%		11,104	2%
46	OUTSIDE SERVICES (OTHER)	69	2,859		7%		28,397	5%
47	TRAVEL AND ENTERTAINMENT	70	138		0%		1,215	0%
48	MEMBERSHIP DUES AND PUBLICATIONS	71	24		0%		1,202	0%
49	LEGAL AND AUDITING EXPENSE	72	623		2%		9,031	2%
50	TELEPHONE	74	313		1%		4,440	1%
51	TRAINING EXPENSE	75	240		1%		3,469	1%
52	INTEREST-FLOORPLAN	76						
53	INTEREST-FLOORPLAN CREDIT	78	0		0%		0	0%
54	INTEREST-NOTES PAYABLE (OTHER)	79						
55	INSURANCE - INVENTORY	56	0		0%		0	0%
56	BAD DEBT EXPENSE	57	69		0%		113	0%
57	FREIGHT	33	0		0%		1,266	0%
58	MISCELLANEOUS EXPENSE	77	8,950		22%		110,354	20%
59	TOTAL SEMI-FIXED		1,870		5%		23,120	4%
60	RENT	80	0		0%		0	0%
61	AMORTIZATION-LEASEHOLDS	81	0		0%		808	0%
62	REPAIRS-REAL ESTATE	82	0		0%		0	0%
63	DEPRECIATION BLDGS. & IMPROVEMENTS	83	0		0%		10,260	2%
64	TAXES-REAL ESTATE	84	0		0%		0	0%
65	INSURANCE BLDGS. & IMPROVEMENTS	85	0		0%		0	0%
66	INTEREST - MORTGAGES	86	0		0%		13,856	2%
67	UTILITIES	87	1,043		3%		47,844	9%
68	SUB-TOTAL RENT & RNT EQUIVALENT		2,913		7%		3,801	1%
69	INSURANCE OTHER	88	0		0%		2,785	1%
70	TAXES-OTHER	89	170		0%		2,701	0%
71	REPAIRS-EQUIPMENT	90	0		0%		7,910	1%
72	DEPRECIATION-EQUIPMENT	91	0		0%		5,689	1%
73	EQUIPMENT RENTAL	92	520		1%		70,730	13%
74	TOTAL FIXED		3,603		9%		461,966	84%
75	TOTAL FIXED OVERHEAD		29,630		72%		461,966	84%
76	TOTAL EXPENSES		29,630		72%		(1,365)	0%
77	DEPARTMENT PROFIT OR LOSS		3,055		7%		90,240	16%
78	CUSTOMER PARTS GROSS TRANSFER		8,744		21%		(17)	0%
79	PRORATION OF G&A		0		0%		88,858	16%
80	DEPT PROFIT OR LOSS AFTER TRSF & PRORAT		11,799		28%			

DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)			GM PART'S			\$S	LIFO RES	AFTER LIFO	
1	POSITION	PARTS(07)	PARTS AND ACCESSORIES'			242	125,412	0	125,412
2						242A	0		
3	OWNERS / EXEC MGRS	0.4	PARTS CORES			243, 244, 245, 252	7,711	0	7,711
4	SUPERVISORS	1.0	OTHER INVENTORIES						
5	VEH.SRV&PRTS SLSPL	3.0							
6	TECHNICIANS		NON-GM PARTS				\$S	LIFO RES	AFTER LIFO
7	CLERICAL	0.8	PARTS AND ACCESSORIES			242	0	0	0
8	OTHERS	1.8	PARTS CORES			242A	0		
9	TOTAL	7.0	OTHER INVENTORIES			243, 244, 245, 252	0	0	0
10	TOTAL HIRED Y-T-D	0.0	CUSTOMER REC	TOTAL	NOT DUE	PAST DUE	31-60 DAYS	61-90 DAYS	OVER 90 DAYS
11	TOT TERMINATED Y-T-D	0.0	220 SERV&PARTS	143,693	41,185		8,535	21,428	72,545
12	FIXED OPERATIONS - PARTS & ACCESS.								
13	P WARRANTY CLAIMS	480	SALES	GRS.PROF.	% SALES				
14	A MECH CARS&LD TRK R.O.	487	(460A & 460B)	22,597	6,297	27.87%	407,395	114,960	28.22%
15	R MECH COM.FLT & MD TRKS R.O.	488	(461A & 461B)	27,647	11,390	41.20%	445,493	179,456	40.28%
16	T MECH QUICK MECH R.O.	478	(460C & 461C)	0	0	0.00%	0	0	0.00%
17	S BODY CUST. R.O.	477	(470 & 471)	0	0	0.00%	0	0	0.00%
18	I INTERNAL	481		52,739	17,487	33.16%	577,841	180,480	31.23%
19	C COUNTER-RETAIL	482		3,406	683	20.05%	68,877	15,088	21.91%
20	& WHOLESALE	483		11,836	2,911	24.59%	169,612	48,197	28.42%
21	A ACCESSORIES	484		21,041	4,602	21.87%	296,948	62,039	20.75%
22	C PURCHASE ALLOWANCES	485		0	0	0.00%	0	0	0.00%
23	C ADJ. P&A INVENTORY	486			1,574			34,791	
24	C TOTAL P&A	487			0			0	
25	E TIRES	488		139,266	44,944	32.27%	1,968,166	635,011	32.26%
26	S OIL & GREASE	491		0	0	0.00%	0	0	0.00%
27	S MISCELLANEOUS	492		2,065	51	2.47%	26,614	551	2.07%
28	TOTAL OTHER			0	0	0.00%	0	0	0.00%
29	TOTAL P&A DEPT.			2,065	51	2.47%	26,614	551	2.07%
30	TOTAL P&A DEPT.			141,331	44,995	31.84%	1,994,780	635,562	31.86%
31	DEPARTMENT PROFITABILITY		PARTS & ACC. (07)				PARTS & ACC. (07)		
32	NET SALES		MONTH				YEAR-TO-DATE		
33	GROSS PROFIT/INCOME			141,331	% Sls		1,994,780	% Sls	
34				44,995	32%		635,562	32%	
35					% Grs			% Grs	
36	SALARIES-OWNERS / EXECUTIVE MANAGERS	20		2,222	7%		31,428	7%	
37	SALARIES-SUPERVISION	21		3,755	12%		55,497	12%	
38	SALARIES-CLERICAL	22		1,729	6%		28,143	6%	
39	OTHER SALARIES AND WAGES	23		11,169	37%		158,944	35%	
40	ABSENTEE COMPENSATION	24		1,928	6%		8,658	2%	
41	INCENTIVES-SUPERVISION	25		0	0%		0	0%	
42	TAXES-PAYROLL	26		1,775	6%		24,967	5%	
43	EMPLOYEE BENEFITS	27		3,074	10%		33,635	7%	
44	RETIREMENT BENEFITS	29		0	0%		249	0%	
45	TOTAL PERSONNEL			25,652	84%		341,521	75%	
46	COMPANY VEHICLE EXPENSE	51		690	2%		10,102	2%	
47	OFFICE SUPPLIES AND EXPENSES	60		148	0%		2,444	1%	
48	OTHER SUPPLIES	61		178	1%		2,544	1%	
49	E-COMMERCE ADVERTISING/FEES	63		115	0%		878	0%	
50	ADVERTISING	65		2,628	9%		15,637	3%	
51	ADVERTISING REIMBURSEMENTS	64		0	0%		0	0%	
52	CONTRIBUTIONS	66		0	0%		476	0%	
53	POLICY WORK-PARTS AND SERVICE	67		38	0%		601	0%	
54	INFORMATION TECHNOLOGY SERVICES	68		1,657	5%		20,739	5%	
55	OUTSIDE SERVICES (OTHER)	69		3,732	12%		34,500	8%	
56	TRAVEL AND ENTERTAINMENT	70		225	1%		1,867	0%	
57	MEMBERSHIP DUES AND PUBLICATIONS	71		39	0%		1,480	0%	
58	LEGAL AND AUDITING EXPENSE	72		1,019	3%		13,133	3%	
59	TELEPHONE	74		792	3%		9,788	2%	
60	TRAINING EXPENSE	75		101	0%		1,370	0%	
61	INTEREST-FLOORPLAN	76							
62	INTEREST-FLOORPLAN CREDIT	78		0	0%		0	0%	
63	INTEREST-NOTES PAYABLE (OTHER)	79							
64	INSURANCE - INVENTORY	56		0	0%		0	0%	
65	BAD DEBT EXPENSE	57		0	0%		2,407	1%	
66	FREIGHT	33		273	1%		4,098	1%	
67	MISCELLANEOUS EXPENSE	77		632	2%		122,064	27%	
68	TOTAL SEMI-FIXED			12,267	40%		38,380	8%	
69	RENT	80		3,060	10%		0	0%	
70	AMORTIZATION-LEASEHOLDS	81		0	0%		0	0%	
71	REPAIRS-REAL ESTATE	82		0	0%		235	0%	
72	DEPRECIATION BLDGS & IMPROVEMENTS	83		0	0%		0	0%	
73	TAXES-REAL ESTATE	84		0	0%		16,020	4%	
74	INSURANCE BLDGS. & IMPROVEMENTS	85		0	0%		0	0%	
75	INTEREST - MORTGAGES	86		0	0%		0	0%	
76	UTILITIES	87		1,545	5%		20,251	4%	
77	SUB-TOTAL RENT & RNT EQUIVALENT			4,605	15%		72,886	16%	
78	INSURANCE OTHER	88		0	0%		5,930	1%	
79	TAXES-OTHER	89		267	1%		4,382	1%	
80	REPAIRS-EQUIPMENT	90		0	0%		1,137	0%	
81	DEPRECIATION-EQUIPMENT	91		0	0%		8,788	2%	
82	EQUIPMENT RENTAL	92		936	3%		14,762	3%	
83	TOTAL FIXED			5,808	19%		107,885	24%	
84	TOTAL FIXED OVERHEAD			43,727	143%		571,470	125%	
85	TOTAL EXPENSES			43,727	143%		571,470	125%	
86				1,268	4%		64,092	14%	

